

Key Group, Financial and Operating DATA

Amounts shown in € million, unless otherwise stated	Change in 2008/2009 financial year on previous year	IFRS								HGB	
		2008/2009	2007/2008	2006/2007	2005/2006	2004/2005	2003/2004	2002/2003	2001/2002	2000/2001	1999/2000
Sales and earnings figures ¹⁾											
Net sales	5.1 %	2,752	2,617	2,544	2,367	2,220	2,057	1,709	1,493	1,352	1,202
of which in other European countries	10.6 %	1,065	962	862	788	688	611	424	317	266	213
Sales growth as % of net sales		5.1	2.9	7.5	6.6	8.0	20.3	14.5	10.4	12.5	14.9
EBITDA ³⁾	38.8 %	251	181	197	180	181	156	137	152	137	132
as % of net sales		9.1	6.9	7.7	7.6	8.2	7.6	8.0	10.2	10.1	11.0
EBIT ²⁾	69.8 %	179	105	119	92	99	79	68	88	79	74
as % of net sales		6.5	4.0	4.7	3.9	4.5	3.8	4.0	5.9	5.8	6.1
Earnings before taxes, extraordinary result and minority interests	113.4 %	144	68	83	53	62	45	35	47	50	48
as % of net sales		5.2	2.6	3.3	2.2	2.8	2.2	2.1	3.1	3.7	4.0
Net income for the year before minority interests	93.7 %	113	58	76	32	37	27	20	24	27	21
as % of net sales		4.1	2.2	3.0	1.4	1.7	1.3	1.2	1.6	2.0	1.7
Gross margin as % of net sales		36.0	35.7	35.3	35.2	35.9	35.1	34.9	36.2	36.1	36.5
Store expenses as % of net sales ⁴⁾		27.3	27.7	27.4	28.1	27.5	27.2	28.1	28.2	27.7	27.7
Costs of central administration as % of net sales ⁴⁾		4.2	4.2	4.0	4.3	4.1	4.0	4.3	4.4	4.1	4.0
Pre-opening expenses as % of net sales ⁴⁾		0.3	0.3	0.2	0.5	0.5	0.6	1.2	0.7	1.1	1.3
Cash flow figures											
Cash flow from operating activities	60.1 %	144	90	215	38	142	28	46	75	70	28
Investments	-35.4 %	130	201	123	208	135	134	206	215	173	175
Proceeds from divestments		83	46	55	193	28	99	7	139	47	20
Earnings potential ⁵⁾	57.3 %	153	97	220	49	153	41	67	86	85	44
as % of net sales		5.6	3.7	8.7	2.1	6.9	2.0	3.9	5.8	6.3	3.6
Dividend payments		8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9
Balance sheet and financial figures											
Total assets	4.9 %	1,996	1,902	1,842	1,794	1,762	1,664	1,582	1,451	1,123	1,072
Non-current assets	1.0 %	1,010	1,000	983	959	1,045	1,030	1,071	971	697	663
Inventories	3.6 %	516	498	463	512	444	441	376	334	286	264
Cash and cash equivalents	40.4 %	275	196	265	161	162	69	55	88	65	97
Shareholders' equity ⁶⁾	13.5 %	780	688	630	559	536	433	421	415	353	336
as % of total assets		39.1	36.1	34.2	31.1	30.4	26.0	26.6	28.6	31.5	31.3
Return on shareholders' equity based on net income – %		15.4	8.8	12.8	5.9	7.6	6.3	4.8	6.2	7.9	6.3
Net working capital	2.9 %	398	387	346	457	354	366	262	226	231	205
Additions to non-current assets	-35.0 %	131	202	120	202	131	133	231	201	173	175
Inventory turnover rate per year		3.5	3.5	3.4	3.2	3.2	3.2	3.1	3.0	3.2	3.2
Other information											
Employees – annual average – converted into full-time equivalents	4.2 %	11,542	11,078	10,622	10,595	9,979	9,139	7,909	7,026	6,343	5,589
Number of shares		8,000,000	8,000,000	8,000,000	8,000,000	8,000,000	8,000,000	8,000,000	8,000,000	8,000,000	8,000,000
Average earnings per share in € ⁷⁾	90.2 %	11.41	6.00	7.89	3.37	3.47	2.69	2.17	2.20	2.58	2.26

¹⁾ Starting in the 2003/2004 financial year: other taxes (e. g. property tax) have been included under operating expenses

²⁾ Earnings before interest and taxes; starting in the 2007/2008 financial year: including other taxes

³⁾ Earnings before interest, taxes, depreciation and amortization; starting in the 2007/2008 financial year: including other taxes

⁴⁾ Starting in the 2003/2004 financial year: excluding interest

⁵⁾ Cash flow from operating activities, plus pre-opening expenses

⁶⁾ Pursuant to IFRS; starting in the 2004/2005 financial year: including minority interests

⁷⁾ Prior to the 2001/2002 financial year: earnings based on DVFA/SG